



May 6, 2020

Item #8

TO GCTD Board of Directors

FROM Marlena Kohler, Purchasing Manager *MLK*

SUBJECT Consider Approval for Sole Source Procurement to Safety Vision for Bus Security Camera System.

SUMMARY

Award of a sole source contract to Safety Vision for the replacement of the current bus security camera system on thirty-one (31) of our buses. The total cost of this contract would be \$154,980.80 or \$4,999.38 per bus plus a 10% variance (\$15,498) to allow for any unforeseen adjustments that may occur during the contract for a grand total of \$170,478.80.

BACKGROUND

GCTD equips our buses with a security camera system in order to safeguard our operators and passengers. GCTD currently has fourteen (14) New Flyers and seventeen (17) NABI buses in our fleet equipped with the Seon camera system that need replacement. This system is obsolete, parts are becoming difficult to acquire and staff continues to have performance issues with the Seon system. It would require extensive and costly hardware upgrades in order for the system on these buses to function properly.

During the configuration process of the five (5) buses GCTD recently purchased from Gillig, Maintenance staff, with the assistance of Gillig LLC, took the opportunity to research other camera systems that would meet GCTD requirements. Extensive market research was conducted, and several other systems were looked at. Safety Vision's system was determined to be user friendly and less costly than the others looked at, including Seon. As a result, Safety Vision's system was selected to be placed on GCTD's latest configuration of five (5) Gillig buses.

This change has been very favorable and as a result, maintenance staff decided that it would be in GCTD best interest to begin the replacement of the Seon camera system throughout fleet. However, currently, GCTD only has funding to replace the system on thirty-one (31) buses. When funding becomes available, the remaining fleet will be replaced so that the camera system is consistent throughout the entire fleet. The thirty-one (31) buses identified for this replacement currently have the most performance issues.

Earlier this month, GCTD requested a quote for the replacement of the camera system on thirty-one (31) buses. The quote stated \$4,999.38 per bus for a grand total of \$154,980.80 which includes installation, shipping and tax. This cost is considered fair and reasonable based on market analysis conducted on similar systems.

A responsibility determination was also conducted on Safety Vision. The System for Award Management (SAM) was checked for this contractor and no results were found, nor were there any complaints filed with the Better Business Bureau (BBB). Maintenance staff has not had any issues with the camera system on the Gillig buses we currently have in our fleet. Therefore, Safety Vision is considered to be a responsive and responsible firm capable of meeting GCTD's requirements.

GOLD COAST TRANSIT DISTRICT

RECOMMENDATION

It is recommended that the Board of Directors authorize a sole source procurement for a bus security camera system to Safety Vision in the amount of \$154,980.80 plus a 10% variance (\$15,498) to allow for any unforeseen adjustments that may occur during the contract for a grand total of \$170,478.80.

GENERAL MANAGER'S CONCURRENCE



Steven P. Brown
General Manager